

Fund Development Lead - ON

Visionaries of the Year

Toronto, Ontario Region

MISSION FIRST

Improving the lives of people affected by blood cancers is the responsibility of everyone at The Leukemia & Lymphoma Society of Canada (LLSC). This mission guides all decision making, regardless of job function. Understanding and addressing the needs of people affected by blood cancers is fundamental to who we are and what we do. We are mission driven:

- dedicated to serving the blood cancer community
- committed to learning about blood cancers, LLSC services and new treatment options
- empowered to take ownership of our mission by informing, educating, and connecting people to LLSC services

You are...

...eager about connecting with people and making a difference in the community. You are compassionate in outlook and driven to do work that matters. You are dynamic, innovative and up for a challenge. You are driven to grow our existing core of loyal and engaged community supporters. You are excited about motivating volunteers, thrive at setting and delivering on big goals, and have the ability to mobilize others for a cause they are passionate about. **You are a natural coach who delivers on developing and supporting volunteers to achieve big goals**, who puts the needs of the blood cancer community first. You yearn for freedom to work on your own terms and embrace the responsibility that comes with that.

You are looking for a permanent Work from Home position in the GTA.

Note: although this is mostly a work-from-home position, the successful candidate will be expected to attend meetings with volunteers, colleagues, supporters and other stakeholders in and around the Greater Toronto Area. (*COVID permitting)

We are...

...The Leukemia & Lymphoma Society of Canada (LLSC). We want to rewrite the non-profit business model and have started by taking a hard look in the mirror. We have emerged with a renewed focus and commitment to advance patient and research outcomes through employee engagement.

We Believe
Culture
is
Everything

1. **ENGAGED** employees are the key to our success
2. Talented, high performing employees are driven by an internal standard of excellence and take a great deal of responsibility for their own success and the success of their organization
3. High-performing employees need freedom to thrive
4. We will never achieve our true potential unless our employees feel supported, valued, and free
5. Freedom begets boldness and we must be **BOLD**, willing to move forward with knowledge and conviction despite uncertainty, willing to share, try and perhaps fail without fear, willing to take calculated risks and **THINK BIG**

Our Core Values & What they mean



Servant Leadership

We put our patients first. Our leadership style is grounded in the sharing of power for the growth and well-being of our people and the blood cancer community.



Lifelong Learning

We see learning as more than professional development, but as a mindset and philosophy to help us constantly adapt, change and excel.



Authenticity

We celebrate character and genuineness. We expect, respect and welcome different opinions, modes of expression and diversity.



Shared Achievement

We believe success is a team sport. We care about results, but more importantly, we care how those results are achieved.



Freedom + Responsibility

We trust our team. We embrace the freedom of employees to work non-traditional hours if needed, to work from home and exercise creativity in career goals and development.

What We Will Do Together

- Coach, motivate and inspire individual and team fundraising participants to maximize fundraising impact
- In collaboration with Top Philanthropic leaders develop detailed fundraising strategies, hold accountable and support volunteers on the execution of plans
- Directly manage a portfolio of 10-15 high level fundraising volunteers, including retention into additional LLSC programs and fundraising campaigns
- Steward relationships with top fundraisers, sponsors, team members and other key internal and external stakeholders
- Work with existing fundraiser base to identify and prospect new ambassadors, fundraising volunteers, sponsors, and corporate opportunities
- Collaboratively with the Regional Director, National Lead and Regional Team Members develop a regional operational plan to expand LLSC impact through Visionaries of the Year campaign
- Oversee regional campaign forecasting and reporting
- Achieve specific revenue and recruitment goals, development plans, cultivation of events, budgets, timelines, and logistics
- Execute the flawless delivery of all community events to improve participant experience and retention into other LLSC events.

You will be successful if you are comfortable

- Working on a team that sets ambitious goals and works together to achieve them
- Spending >50% of your time out of the office: connecting and building relationships with a wide range of supporters
- Motivate and coach fundraising participants in goal setting and execution to maximize fundraising output
- Applying your skills in relationship building to grow and retain LLSC Support
- Being guided by a bold vision that advance's LLSC's mission

Please send your **cover letter and resume** (please include both) to hrcanada@lls.org by October 7. Applicants are encouraged to apply early as resumes will be reviewed as they are received.

Salary range \$70,000- \$72,000/year with a generous benefits package and a 4-day Work Week starting January 2023.